

To: Piscitelli, J
From: Kuruc, Nick
Edited: 11/14/97 10:05
Subject: Amerada Hess Corporation

RE: Update on Hess "Happenings"

- A new CTS has opened in Elmira Heights, NY in a former franchise location that does approximately 1,400 cartons weekly. The setup will be Industry Approach. I have ordered CTS fixturing for RJR Brands. Both PM and BAT will place merchandisers. It is Charlie's objective to use this store to justify changing the PM Exclusive location in Ramsey to the Industry Approach.
- It was necessary to add SALEM to the \$2 Off Invoice for November due to the Direct Mail Postcard which was mailed earlier this month.
- Charlie needs the color disk for advertising development with the Steinberg Group. I faxed you the correspondence from Jim Busch.
- I received the 3rd Quarter check and pay register for Pick Kwik and delivered to Bob Doyle.
- I have still not heard from Paul Letourneau regarding that McLane Invoice error. Bob Doyle of Hess claims that a good number of errors have occurred with McLane data. I think that from this point on, we should "cross check" McLane invoices against AIM Data.

I'll be in Winston until next Wednesday.

Hope you had a great vacation!

CC: 1200 - New York Region (SCULLYA)

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